

PII Internship Report

Qizhao Weng

I took the PII internship at Kanazawa Shinyoo Kinko Bank in my sophomore summer. I didn't know much about Japanese finance before I came here. The main reason I chose this internship was that I wanted to improve my Japanese while exposing myself to finance at the same time. After two months, it seemed to me that in addition to what I planned for, meeting these people in my sophomore summer has made PII the most memorable experience in my college life.

My two-month internship was rotation-based: I spent my first month in 資金証券部 (fund and securities division), the next two weeks in 秘書室 (secretaries' room), and the last two weeks in 営業部 (business division).

At fund and securities division, I would spend my morning reading some newspaper and magazines such as Japanese Economic Review 日本經濟新聞 or Nomura monthly reviews on equity markets, while screen-sharing with my boss at the same time. In the afternoon, I would help out with some transactions people are making here: buying/selling bonds, foreign exchanges, etc. Many of them were tedious paperwork, which required me to both focus on details and to communicate with my mentors to ensure how to operate step-by-step. Thanks to all my mentors' patience I learned all these terminologies in Japanese and I actually became able to do transactions in Japanese.

The secretaries' room is very typical in Japan: since the board members share the same floor, the secretaries were in charge of arranging meetings, keeping track of corporate clients' calls, and making teas during the meetings. I learned the Japanese business etiquette from a booklet, and I had to pay endless attention to how I stand/sit/greet people etc. During meetings and dinners, I also learned about business culture such as 席順 (the order people sit down during meetings and business meals), which I believe is very important while doing business in Japan.

The last two weeks was very enjoyable because I actually got to meet corporate clients every day in the business division. I would go out to meet corporate clients with my mentors in the morning, and continue to help out with daily transactions in the afternoon. Talking to peoples in Japan about my experience in PII on one hand was very interesting, while on the other hand, watching how people do business in Japan was very interesting as well.

As one can probably see, the two-month internship in Kanazawa Shinyoo Kinko Bank was an opportunity beyond language study and an ordinary finance internship. I was very fortunate to expose myself to the daily, lively part of the Japanese career life, and I would encourage anybody who wants to learn Japanese language, finance, and the Japanese business culture in depth to apply to this internship.

